

## Message Text

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67

ACTION AF-08

INFO OCT-01 EB-07 ISO-00 COME-00 FEA-01 INT-05 CIAE-00

INR-07 NSAE-00 /029 W

----- 003260

R 211540Z SEP 76

FM AMEMBASSY LAGOS

TO AMEMBASSY COTONOU

AMEMBASSY LOME

INFO SECSTATE WASHDC 6887

AMEMBASSY ABIDJAN

AMEMBASSY KINSHASA

AMEMBASSY FREETOWN

AMEMBASSY DAR ES SALAAM

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E.O. 11652: N/A

TAGS: EMIN, NI

SUBJECT: U.S. FIRM INVESTIGATING PURCHASE OF MINERALS IN WEST  
AFRICA

1. MR. GERARD DE LA VALLEE POUSSIN, A NEWLY-APPOINTED REPRESENTATIVE OF PHILIPP BROTHERS (A SUBSIDIARY OF ENGLEHARD MINERALS WHICH IS ENGAGED IN TRADING CRUDE OIL, PETROLEUM PRODUCTS, MINERALS AND METALS) IS VISITING LAGOS FOR SEVERAL WEEKS AT BEGINNING OF TOUR OF WEST AFRICAN COUNTRIES. DE LA VALLEE POUSSIN WILL BE PERMANENTLY STATIONED IN ABIDJAN AS SOON AS COMPANY CAN LOCATE HOUSING, AND WILL COVER WEST AND CENTRAL AFRICA ON PERMANENT BASIS.

2. DE LA VALLEE POUSSIN, IN ADDITION TO MONITORING PHILIPP BROTHERS' (PHIBROS) EXISTING 40,000 BARREL PER DAY CRUDE OIL PURCHASE CONTRACT IN NIGERIA, AND CONTRACTS FOR CRUDE OIL SALES TO REFINERIES ALONG THE WEST AFRICAN COAST, IS PARTICULARLY INTERESTED IN EXPLORING POSSIBILITIES FOR MINERAL PURCHASES AND SALES. (HE IS PRESENTLY VISITING JOSETO LOOK INTO TIN AND COLUMBITE.) SPECIFICALLY, HE HAS ASKED IF WE CAN ASSIST HIM IN LEARNING  
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WHETHER EITHER TOGO OR THE

PEOPLES' REPUBLIC OF BENIN HAVE EITHER POTASH OR CHROME ORE.  
IF SO, HE WOULD LIKE TO KNOW WHETHER CONTRACTS FOR THE SALE OF  
THESE ORES HAVE BEEN ESTABLISHED ALREADY WITH OTHER COMPANIES, OR  
WHETHER THERE WOULD BE AN OPENING FOR PURCHASES BY PHIBROS.  
IF PRESENT PRODUCTION IS  
COMMITTED, COULD PRODUCTION BE INCREASED WITH AN INJECTION OF  
ADDITIONAL FINANCING ARRANGED BY PHIBROS? POUSSIN WILL VISIT BOTH  
COUNTRIES, BUT WOULD LIKE TO HAVE AS MUCH ADVANCE INFORMATION AS  
POSSIBLE. EMBASSY WOULD THUS APPRECIATE LOME AND COTONOU CABLING ANY  
DATA THEY MAY HAVE READILY AVAILABLE AS WELL AS NAMES OF COMPANIES  
AND CONTACTS.

3. DE LA VALLEE POUSSIN HAS SPENT MOST OF HIS LIFE IN AFRICA.  
BEFORE JOINING PHIBROS, HE WAS A DIAMOND BUYER IN SIERRA LEONE  
AND KINSHASA FOR ANGLO-AMERICAN CHARTER CONSOLIDATED, AND HAS  
ALSO BEEN INVOLVED EXTENSIVELY WITH COPPER.  
EASUM

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**To:** COTONOU LOME  
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